YEAR TO DATE ROOMS REPORT - AS OF JULY 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	68.0	67.6	64.9	64.1	$ 73.22	$ 70.57	$ 50.85	$ 49.11	$ 18.32	$ 17.38	20.7	20.5
CENSUS REGION:												
Northeast	68.3	71.6	45.3	44.4	$110.33	$104.76	$ 79.29	$ 75.52	$ 26.39	$ 24.07	22.9	22.1
North Central	60.6	61.2	39.8	39.8	56.92	55.01	41.54	40.37	13.61	13.11	23.2	23.2
South	71.0	69.0	82.1	82.1	66.99	63.67	43.08	40.97	15.34	14.77	18.3	18.5
West	64.0	64.1	57.7	56.4	66.92	66.02	48.17	47.51	14.97	14.09	22.7	22.0
CENSUS DIVISION:												
New England	61.6	65.5	39.4	37.1	$ 82.91	$ 80.15	$ 61.20	$ 59.46	$ 19.61	$ 18.36	22.3	21.8
Middle Atlantic	71.1	74.0	46.5	45.9	120.04	113.52	82.71	78.54	28.16	25.55	23.0	22.1
South Atlantic	75.3	73.0	94.8	94.5	71.34	67.37	43.12	40.70	16.21	15.61	18.1	18.5
East North Central	61.4	62.4	37.6	37.4	58.46	56.11	43.72	42.37	13.86	13.24	22.7	22.6
East South Central	47.4	53.0	16.5	17.1	44.45	45.56	40.52	43.43	*	*	*	*
West North Central	59.1	58.8	44.7	45.7	53.97	52.85	36.68	35.84	13.01	12.81	24.7	24.8
West South Central	62.2	60.7	47.6	49.1	56.11	54.65	42.98	41.90	12.76	12.38	18.8	18.6
Mountain	56.8	55.7	35.9	35.9	51.32	51.83	37.68	38.67	12.41	12.03	23.5	22.3
Pacific	67.9	69.2	60.1	58.6	73.87	72.84	49.12	48.32	15.83	14.83	22.5	21.9
AFFILIATION:												
Chain	68.0	67.8	62.6	61.0	$ 70.56	$ 68.00	$ 49.64	$ 48.18	$ 17.81	$ 16.81	20.9	20.6
Independent	67.7	66.6	75.2	77.9	86.53	83.61	55.87	52.93	21.40	20.86	20.0	20.4
LOCATION:												
Center City	65.9	66.7	51.0	50.8	$ 92.60	$ 88.78	$ 66.45	$ 63.34	$ 22.92	$ 21.45	21.9	21.5
Suburban	64.7	63.2	52.2	51.1	59.16	58.01	40.72	40.15	13.73	13.16	21.6	21.3
Airport	68.8	69.4	37.2	39.2	57.72	55.86	47.42	45.85	13.49	12.91	21.1	21.0
Highway	68.6	67.9	95.1	88.9	48.03	46.65	27.05	26.96	12.09	10.94	21.8	20.2
Resort	74.4	72.7	104.1	105.1	91.46	86.03	51.63	48.48	18.31	17.68	16.8	17.3
SIZE:												
Under 150 Rooms	65.0	64.7	62.3	61.5	$ 51.27	$ 49.36	$ 34.10	$ 33.01	$ 15.21	$ 14.13	27.6	26.8
150 - 299 Rooms	65.4	64.3	58.0	56.3	62.60	60.92	43.18	42.60	15.21	14.76	20.8	20.8
300 - 600 Rooms	68.5	68.2	63.2	63.5	77.77	74.55	52.18	49.93	16.09	15.63	18.8	19.1
Over 600 Rooms	74.0	74.3	74.2	72.5	99.47	95.25	62.20	59.63	23.53	21.73	21.2	20.7
TYPE:												
Hotel	67.7	67.5	57.1	56.9	$ 87.39	$ 84.06	$ 60.66	$ 58.19	$ 19.77	$ 18.79	20.4	20.4
Motor Hotel	67.9	67.4	73.1	70.3	47.55	45.95	29.83	29.43	11.84	10.69	21.9	20.4
Economy	66.5	66.0	88.4	91.5	38.76	37.33	21.50	20.52	12.45	12.07	35.5	35.8
All Suites	73.2	71.6	119.3	116.1	87.81	84.19	43.14	42.08	20.34	19.80	19.0	19.4

* Insufficient Response

TREND REPORT JULY 1989 COMPARED WITH JULY 1988

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	4.3	5.0	1.1	8.2	71.2	0.4	83.7	-0.2	$ 67.52	3.2	$ 89.88	2.6
CENSUS REGION:												
Northeast	-1.7	-1.6	-2.3	-0.6	68.4	-3.1	56.3	-4.9	$107.64	2.6	$148.45	2.5
North Central	0.4	0.1	1.2	1.5	67.9	-3.4	53.5	4.9	56.47	3.8	82.03	4.2
South	6.7	7.7	0.6	15.6	71.9	1.7	104.6	-0.6	58.74	5.6	76.72	4.7
West	8.5	8.9	6.2	26.6	72.9	1.1	79.2	-0.5	67.22	0.7	86.60	0.3
CENSUS DIVISION:												
New England	-2.1	-1.9	-3.7	-1.1	66.1	-4.1	42.9	-13.2	$ 81.40	1.2	$103.53	0.9
Middle Atlantic	-1.6	-1.6	-2.1	-0.5	69.2	-2.8	58.6	-3.9	116.39	3.0	163.43	3.0
South Atlantic	9.9	11.6	1.3	20.1	76.2	3.3	116.6	0.4	61.27	7.1	80.69	5.4
East North Central	-0.6	-0.4	-1.3	0.3	68.1	-3.5	52.3	4.2	57.18	3.7	85.43	3.6
West North Central	2.2	0.9	5.6	7.5	67.7	-3.0	55.9	6.1	55.41	4.0	76.91	5.4
West South Central	-2.2	-2.6	-1.7	3.0	62.6	-2.5	65.7	-10.6	52.18	0.9	66.45	1.4
Mountain	-1.5	-1.2	-8.3	17.5	66.9	2.6	50.1	-15.8	49.27	-2.0	52.23	-2.3
Pacific	11.1	12.3	7.0	28.0	76.1	-0.1	80.9	0.1	75.42	0.4	102.32	-0.7
AFFILIATION:												
Chain	3.8	4.7	-0.2	7.7	70.8	-0.1	82.0	2.1	$ 65.70	3.3	$ 85.68	2.5
Independent	6.4	6.5	5.3	9.6	72.9	2.8	92.8	-9.3	77.39	2.6	112.72	2.4
LOCATION:												
Center City	-	-0.6	1.3	3.2	65.6	-2.4	65.6	-4.8	$ 85.27	2.3	$117.18	2.9
Suburban	5.6	7.0	0.1	5.4	69.6	2.4	68.4	0.6	58.15	4.0	74.47	2.7
Airport	5.1	7.9	-5.8	6.9	71.2	0.4	51.5	-8.0	54.69	1.9	70.20	-0.8
Highway	9.6	9.2	11.0	16.9	76.5	1.2	119.0	9.8	49.56	4.6	58.53	5.0
Resort	7.6	8.9	1.6	19.0	77.5	1.3	132.4	-0.7	79.24	7.2	112.72	5.9
SIZE:												
Under 150 Rooms	3.9	4.2	1.4	8.9	71.2	-0.6	78.2	-2.0	$ 51.70	3.4	$ 61.73	3.1
150 - 299 Rooms	3.9	4.7	-	7.1	69.5	-	75.7	4.0	59.42	2.3	77.65	1.5
300 - 600 Rooms	4.5	5.2	1.0	9.7	70.3	1.0	82.0	-0.6	70.81	3.8	98.24	3.1
Over 600 Rooms	4.8	5.4	2.0	7.1	74.9	0.7	94.7	-1.7	88.36	3.2	120.46	2.6
TYPE:												
Hotel	3.6	4.1	1.1	9.1	68.4	0.6	76.9	-1.2	$ 79.01	2.9	$110.25	2.5
Motor Hotel	5.1	6.0	-0.6	5.5	75.4	-	88.7	3.0	48.66	4.8	57.42	3.9
Economy	20.2	20.4	*	4.8	79.6	-	104.8	-8.5	40.25	7.7	40.67	7.5
All Suites	4.6	4.4	7.3	3.2	73.1	-0.9	169.9	6.2	81.46	3.5	107.36	3.7

* Insufficient Response
_ No Change

YEAR TO DATE TREND REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	5.6	5.6	4.3	11.9	68.0	0.6	64.9	1.2	$ 73.22	3.8	$102.77	3.7
CENSUS REGION:												
Northeast	0.6	0.3	0.1	5.7	68.3	-4.6	45.3	2.0	$110.33	5.3	$157.32	5.6
North Central	2.4	1.9	2.4	9.1	60.6	-1.0	39.8	-	56.92	3.5	88.48	4.0
South	8.1	8.2	5.8	16.5	71.0	2.9	82.1	-	66.99	5.2	93.26	5.1
West	8.1	8.1	7.6	11.7	64.0	-0.2	57.7	2.3	66.92	1.4	89.94	1.3
CENSUS DIVISION:												
New England	-1.5	-1.8	-1.3	6.3	61.6	-6.0	39.4	6.2	$ 82.91	3.4	$103.69	3.8
Middle Atlantic	1.0	0.8	0.3	5.7	71.1	-3.9	46.5	1.3	120.04	5.7	176.31	6.0
South Atlantic	9.2	9.6	6.0	17.5	75.3	3.2	94.8	0.3	71.34	5.9	101.48	5.5
East North Central	2.1	1.9	1.2	9.9	61.4	-1.6	37.6	0.5	58.46	4.2	91.12	4.4
East South Central	-10.4	-12.8	-5.1	*	47.4	-10.6	16.5	-3.5	44.45	-2.4	62.04	0.2
West North Central	3.0	1.9	4.8	6.7	59.1	0.5	44.7	-2.2	53.97	2.1	83.40	3.2
West South Central	4.5	4.1	5.2	10.8	62.2	2.5	47.6	-3.1	56.11	2.7	72.58	3.1
Mountain	-0.5	0.3	-6.5	-1.2	56.8	2.0	35.9	-	51.32	-1.0	59.09	-1.8
Pacific	10.5	10.8	9.2	19.3	67.9	-1.9	60.1	2.6	73.87	1.4	103.69	1.1
AFFILIATION:												
Chain	5.2	5.4	3.5	10.6	68.0	0.3	62.6	2.6	$ 70.56	3.8	$ 96.34	3.6
Independent	7.1	6.7	6.4	15.3	67.7	1.7	75.2	-3.5	86.53	3.5	135.00	4.0
LOCATION:												
Center City	3.0	2.9	2.2	7.3	65.9	-1.2	51.0	0.4	$ 92.60	4.3	$131.00	4.4
Suburban	5.6	5.6	4.6	11.9	64.7	2.4	52.2	2.2	59.16	2.0	79.65	2.0
Airport	5.8	7.5	-0.6	11.8	68.8	-0.9	37.2	-5.1	57.72	3.3	77.03	1.7
Highway	5.8	5.4	6.5	13.4	68.6	1.0	95.1	7.0	48.03	3.0	59.64	3.3
Resort	9.9	9.7	8.2	18.5	74.4	2.3	104.1	-1.0	91.46	6.3	140.65	6.4
SIZE:												
Under 150 Rooms	4.9	5.3	2.3	8.5	65.0	0.5	62.3	1.3	$ 51.27	3.9	$ 62.04	3.5
150 - 299 Rooms	5.8	6.0	4.6	7.6	65.4	1.7	58.0	3.0	62.60	2.8	85.98	2.5
300 - 600 Rooms	6.2	6.0	5.3	13.5	68.5	0.4	63.2	-0.5	77.77	4.3	112.78	4.5
Over 600 Rooms	5.2	5.1	3.3	13.4	74.0	-0.4	74.2	2.3	99.47	4.4	145.43	4.5
TYPE:												
Hotel	5.5	5.4	4.4	12.6	67.7	0.3	57.1	0.4	$ 87.39	4.0	$128.93	4.1
Motor Hotel	5.4	5.6	3.7	8.3	67.9	0.7	73.1	4.0	47.55	3.5	58.08	3.3
Economy	8.5	8.4	11.5	12.9	66.5	0.8	88.4	-3.4	38.76	3.8	40.04	3.9
All Suites	6.9	7.8	1.8	8.7	73.2	2.2	119.3	2.8	87.81	4.3	113.31	3.4

* Insufficient Response
\- No Change

VARIATION REPORT - JULY 1989 COMPARED WITH JULY 1988

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	4.3	5.0	1.1	2.3	-2.6	8.2	2.6	3.2	0.9	8.9	3.7	3.2	3.1
CENSUS REGION:													
Northeast	-1.7	-1.6	-2.3	-0.5	-7.5	-0.6	2.5	2.6	1.5	3.3	6.9	5.8	8.7
North Central	0.4	0.1	1.2	4.1	-6.9	1.5	4.2	3.8	4.3	5.4	-1.2	-6.3	2.6
South	6.7	7.7	0.6	1.8	-2.8	15.6	4.7	5.6	-1.4	14.3	3.2	3.6	0.6
West	8.5	8.9	6.2	5.9	7.3	26.6	0.3	0.7	4.2	22.0	0.2	8.3	-3.0
CENSUS DIVISION:													
New England	-2.1	-1.9	-3.7	-2.0	-8.5	-1.1	0.9	1.2	-0.4	1.3	-1.4	-3.3	1.3
Middle Atlantic	-1.6	-1.6	-2.1	-0.3	-7.3	-0.5	3.0	3.0	1.8	3.7	8.4	7.6	9.6
South Atlantic	9.9	11.6	1.3	2.4	-2.0	20.1	5.4	7.1	-3.9	14.6	2.6	3.7	-0.7
East North Central	-0.6	-0.4	-1.3	2.2	-10.6	0.3	3.6	3.7	1.3	3.5	-5.1	-10.4	0.4
West North Central	2.2	0.9	5.6	7.7	-0.1	7.5	5.4	4.0	9.8	12.3	6.0	2.7	6.1
West South Central	-2.2	-2.6	-1.7	-0.3	-6.0	3.0	1.4	0.9	5.1	11.3	2.5	0.9	2.3
Mountain	-1.5	-1.2	-8.3	-6.1	-16.5	17.5	-2.3	-2.0	-10.5	10.3	3.5	30.2	-11.8
Pacific	11.1	12.3	7.0	6.6	8.4	28.0	-0.7	0.4	5.0	24.0	-0.6	4.0	-1.1
AFFILIATION:													
Chain	3.8	4.7	-0.2	1.4	-5.0	7.7	2.5	3.3	-	8.7	4.3	3.8	3.9
Independent	6.4	6.5	5.3	5.1	5.7	9.6	2.4	2.6	2.7	8.6	-0.3	-0.6	-1.8
LOCATION:													
Center City	-	-0.6	1.3	3.2	-4.4	3.2	2.9	2.3	4.7	6.5	5.4	3.3	7.7
Suburban	5.6	7.0	0.1	1.7	-4.1	5.4	2.7	4.0	-4.1	4.3	0.7	4.0	-5.7
Airport	5.1	7.9	-5.8	-4.5	-9.5	6.9	-0.8	1.9	-4.4	6.4	0.6	2.9	-2.2
Highway	9.6	9.2	11.0	11.8	8.4	16.9	5.0	4.6	3.3	11.2	1.0	0.8	-2.0
Resort	7.6	8.9	1.6	1.8	1.0	19.0	5.9	7.2	0.3	18.7	7.6	8.2	4.6
SIZE:													
Under 150 Rooms	3.9	4.2	1.4	1.9	-	8.9	3.1	3.4	4.8	12.8	7.9	8.6	6.9
150 - 299 Rooms	3.9	4.7	-	1.4	-3.5	7.1	1.5	2.3	0.3	6.5	1.0	-0.6	2.9
300 - 600 Rooms	4.5	5.2	1.0	1.5	-0.7	9.7	3.1	3.8	-0.2	10.0	2.4	1.5	-0.2
Over 600 Rooms	4.8	5.4	2.0	4.2	-4.9	7.1	2.6	3.2	1.7	8.2	5.2	5.3	5.6
TYPE:													
Hotel	3.6	4.1	1.1	2.2	-2.1	9.1	2.5	2.9	1.2	10.2	3.8	2.9	3.2
Motor Hotel	5.1	6.0	-0.6	1.5	-6.2	5.5	3.9	4.8	-2.0	4.2	1.4	6.4	-1.2
Economy	20.2	20.4	*	*	*	4.8	7.5	7.7	*	7.3	5.7	5.5	*
All Suites	4.6	4.4	7.3	9.7	1.0	3.2	3.7	3.5	10.7	5.8	11.9	7.2	14.8

* Insufficient Response
\- No Change

YEAR TO DATE VARIATION REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	5.6	5.6	4.3	5.0	2.1	11.9	3.7	3.8	3.3	11.2	5.4	5.4	3.5
CENSUS REGION:													
Northeast	0.6	0.3	0.1	1.1	-3.1	5.7	5.6	5.3	4.7	11.1	10.8	9.6	8.7
North Central	2.4	1.9	2.4	3.5	-0.8	9.1	4.0	3.5	2.8	9.8	2.7	3.8	1.3
South	8.1	8.2	5.8	6.1	5.0	16.5	5.1	5.2	3.0	13.2	3.3	3.9	1.8
West	8.1	8.1	7.6	8.7	4.3	11.7	1.3	1.4	3.5	4.2	2.8	6.2	0.9
CENSUS DIVISION:													
New England	-1.5	-1.8	-1.3	-0.1	-4.2	6.3	3.8	3.4	5.7	14.1	5.4	6.8	8.0
Middle Atlantic	1.0	0.8	0.3	1.3	-3.0	5.7	6.0	5.7	4.5	10.7	11.7	10.2	8.7
South Atlantic	9.2	9.6	6.0	6.1	5.8	17.5	5.5	5.9	2.3	13.4	3.5	3.8	1.3
East North Central	2.1	1.9	1.2	2.2	-1.5	9.9	4.4	4.2	2.1	10.9	2.4	4.7	-0.4
East South Central	-10.4	-12.8	-5.1	-2.9	-14.3	*	0.2	-2.4	4.1	*	*	*	*
West North Central	3.0	1.9	4.8	6.2	0.7	6.7	3.2	2.1	4.1	6.5	3.3	1.6	4.7
West South Central	4.5	4.1	5.2	6.5	1.4	10.8	3.1	2.7	4.6	9.7	1.6	3.1	2.3
Mountain	-0.5	0.3	-6.5	-4.8	-11.4	-1.2	-1.8	-1.0	-9.2	-4.8	1.2	3.2	-0.7
Pacific	10.5	10.8	9.2	10.2	6.2	19.3	1.1	1.4	4.9	10.0	3.4	6.7	1.1
AFFILIATION:													
Chain	5.2	5.4	3.5	4.4	0.9	10.6	3.6	3.8	2.8	10.2	5.7	5.9	4.2
Independent	7.1	6.7	6.4	6.7	5.7	15.3	4.0	3.5	4.2	12.9	3.6	2.6	0.4
LOCATION:													
Center City	3.0	2.9	2.2	3.1	-0.6	7.3	4.4	4.3	4.1	9.4	7.0	6.9	5.3
Suburban	5.6	5.6	4.6	5.7	1.8	11.9	2.0	2.0	0.5	10.1	3.5	4.3	1.9
Airport	5.8	7.5	-0.6	0.9	-4.8	11.8	1.7	3.3	0.7	10.4	4.7	4.5	4.9
Highway	5.8	5.4	6.5	8.4	1.0	13.4	3.3	3.0	1.1	6.2	3.5	10.5	-5.4
Resort	9.9	9.7	8.2	8.0	8.8	18.5	6.4	6.3	4.9	15.4	5.2	3.6	2.8
SIZE:													
Under 150 Rooms	4.9	5.3	2.3	2.9	0.6	8.5	3.5	3.9	4.4	10.8	8.1	7.6	9.9
150 - 299 Rooms	5.8	6.0	4.6	5.6	1.7	7.6	2.5	2.8	2.6	4.2	2.2	3.0	2.6
300 - 600 Rooms	6.2	6.0	5.3	6.0	3.2	13.5	4.5	4.3	3.0	12.5	2.8	2.9	1.0
Over 600 Rooms	5.2	5.1	3.3	3.9	1.6	13.4	4.5	4.4	4.3	14.7	8.9	8.3	5.8
TYPE:													
Hotel	5.5	5.4	4.4	5.0	2.8	12.6	4.1	4.0	3.8	12.6	5.7	5.2	3.5
Motor Hotel	5.4	5.6	3.7	5.6	-1.6	8.3	3.3	3.5	2.2	5.8	6.0	10.8	5.6
Economy	8.5	8.4	11.5	10.4	15.3	12.9	3.9	3.8	3.7	10.4	3.5	3.1	*
All Suites	6.9	7.8	1.8	2.8	-0.9	8.7	3.4	4.3	-0.5	4.6	2.0	2.7	0.5

* Insufficient Response

FOOD AND BEVERAGE REPORT - JULY 1989 COMPARED WITH JULY 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 35.19	$ 34.88	$ 10.96	$ 10.69	0.32	0.33	0.22	0.21	58.1	56.6	$ 8.55	$ 8.32	0.1
CENSUS REGION:													
Northeast	$ 40.60	$ 40.00	$ 14.46	$ 14.01	0.30	0.31	0.21	0.20	66.8	62.2	$ 12.39	$ 11.47	-2.3
North Central	34.52	33.11	9.61	8.95	0.33	0.34	0.22	0.22	44.0	44.5	5.63	5.59	-2.4
South	29.86	30.29	9.69	9.61	0.33	0.34	0.22	0.22	55.9	54.9	7.56	7.49	0.8
West	44.81	43.02	10.81	10.49	0.31	0.32	0.23	0.22	59.4	65.4	7.26	7.80	3.0
CENSUS DIVISION:													
New England	$ 40.01	$ 40.19	$ 9.82	$ 10.48	0.33	0.34	0.21	0.22	53.4	52.1	$ 6.99	$ 7.48	7.3
Middle Atlantic	40.70	39.97	15.67	14.82	0.30	0.30	0.21	0.20	68.8	63.7	13.69	12.32	-4.6
South Atlantic	31.49	32.78	10.07	10.34	0.32	0.33	0.22	0.22	56.7	54.6	7.88	7.94	4.5
East North Central	32.29	31.89	9.26	8.50	0.33	0.36	0.23	0.22	44.2	44.3	5.47	5.39	-5.8
West North Central	39.07	35.59	10.21	9.82	0.32	0.32	0.21	0.20	43.8	44.9	5.90	5.96	4.0
West South Central	25.16	23.93	8.32	7.38	0.36	0.36	0.22	0.21	52.9	56.1	6.33	6.00	-10.8
Mountain	20.27	22.64	6.04	6.43	0.32	0.37	0.25	0.27	54.1	55.0	3.26	3.42	3.8
Pacific	47.44	45.19	11.13	10.76	0.30	0.32	0.23	0.22	60.5	68.2	8.26	8.99	3.0
AFFILIATION:													
Chain	$ 30.91	$ 30.92	$ 10.66	$ 10.41	0.32	0.32	0.21	0.21	59.3	57.3	$ 8.69	$ 8.40	-0.3
Independent	61.00	59.38	12.09	11.76	0.33	0.35	0.24	0.23	52.5	53.2	7.88	7.96	1.7
LOCATION:													
Center City	$ 34.75	$ 33.20	$ 13.32	$ 12.62	0.30	0.31	0.21	0.21	66.8	65.0	$ 12.24	$ 11.54	-0.9
Suburban	31.59	32.95	9.17	9.09	0.34	0.36	0.24	0.22	48.6	48.4	5.90	6.18	1.5
Airport	27.67	28.93	9.76	9.53	0.33	0.32	0.21	0.20	52.1	54.0	6.95	6.96	-7.7
Highway	29.51	28.57	9.15	9.32	0.32	0.34	0.22	0.22	42.6	43.4	4.87	5.48	16.2
Resort	46.48	46.36	10.26	10.19	0.32	0.34	0.22	0.22	53.8	49.7	6.81	6.43	-0.2
SIZE:													
Under 150 Rooms	$ 45.77	$ 43.68	$ 7.69	$ 7.11	0.36	0.38	0.26	0.26	45.8	45.0	$ 4.17	$ 3.71	-6.6
150 - 299 Rooms	32.25	32.15	9.87	9.49	0.33	0.35	0.23	0.22	51.3	49.9	7.39	6.99	-2.7
300 - 600 Rooms	34.76	34.82	10.72	10.71	0.33	0.33	0.23	0.22	57.8	56.5	8.12	8.20	1.7
Over 600 Rooms	35.89	35.28	13.22	12.96	0.29	0.29	0.19	0.19	64.7	63.1	10.96	10.79	3.0
TYPE:													
Hotel	$ 38.29	$ 37.84	$ 11.66	$ 11.46	0.31	0.32	0.22	0.21	60.8	59.1	$ 9.49	$ 9.31	0.8
Motor Hotel	22.36	22.81	6.93	6.54	0.35	0.35	0.23	0.21	41.9	41.1	3.68	3.54	-4.3
Economy	*	*	*	*	*	*	*	*	*	*	*	*	*
All Suites	43.84	39.60	13.71	13.66	0.31	0.32	0.21	0.21	43.3	42.8	8.12	7.74	9.6

* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JULY 1989

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.22	$ 42.79	$ 12.24	$ 11.75	0.31	0.31	0.22	0.21	48.1	47.9	$ 8.10	$ 7.80	0.8
CENSUS REGION:													
Northeast	$ 49.64	$ 47.42	$ 15.78	$ 15.20	0.29	0.29	0.20	0.20	55.9	53.8	$ 11.96	$ 11.16	-3.7
North Central	43.71	42.52	9.66	9.33	0.33	0.33	0.23	0.23	43.3	43.7	5.56	5.41	0.2
South	40.48	39.29	11.85	11.30	0.32	0.32	0.21	0.22	44.1	44.7	7.22	7.04	1.5
West	48.88	47.22	11.49	10.91	0.31	0.32	0.23	0.23	52.3	51.4	7.28	6.93	4.9
CENSUS DIVISION:													
New England	$ 48.20	$ 45.60	$ 11.74	$ 11.37	0.33	0.34	0.22	0.23	54.7	53.6	$ 8.65	$ 8.51	-2.9
Middle Atlantic	49.85	47.69	16.54	15.90	0.28	0.28	0.20	0.20	56.0	53.9	12.56	11.62	-3.9
South Atlantic	44.82	43.80	12.63	12.04	0.31	0.31	0.21	0.21	43.5	43.9	7.56	7.31	0.8
East North Central	42.20	41.33	9.37	9.06	0.33	0.34	0.24	0.24	42.7	43.2	5.43	5.30	-1.3
East South Central	19.12	18.36	*	*	*	*	*	*	*	*	*	*	*
West North Central	47.10	45.23	10.18	9.85	0.32	0.32	0.22	0.23	44.5	44.6	5.81	5.62	2.9
West South Central	28.55	27.30	9.16	8.69	0.33	0.33	0.21	0.22	46.7	48.5	6.02	6.07	4.1
Mountain	32.15	35.40	9.31	9.53	0.33	0.33	0.26	0.25	48.9	44.9	5.76	5.37	-2.6
Pacific	51.47	49.08	11.71	11.07	0.31	0.32	0.23	0.22	53.4	53.8	7.80	7.52	5.7
AFFILIATION:													
Chain	$ 38.84	$ 37.78	$ 12.06	$ 11.58	0.30	0.31	0.21	0.21	49.1	48.3	$ 8.15	$ 7.80	0.6
Independent	71.01	68.12	12.97	12.41	0.32	0.32	0.23	0.23	44.9	46.7	7.89	7.80	1.6
LOCATION:													
Center City	$ 43.80	$ 42.09	$ 14.24	$ 13.71	0.29	0.29	0.21	0.21	54.7	54.1	$ 10.97	$ 10.55	-0.3
Suburban	37.37	37.20	9.50	9.37	0.34	0.34	0.23	0.23	45.1	44.1	5.75	5.66	4.3
Airport	33.17	32.95	10.36	10.04	0.32	0.33	0.22	0.21	46.9	46.1	6.27	5.97	-2.9
Highway	34.06	33.70	9.19	8.68	0.32	0.33	0.22	0.23	37.6	38.6	4.63	4.43	0.1
Resort	61.80	58.90	13.48	12.65	0.32	0.32	0.22	0.21	41.1	41.7	7.33	7.02	2.1
SIZE:													
Under 150 Rooms	$ 46.11	$ 44.15	$ 9.07	$ 8.42	0.36	0.37	0.26	0.26	44.4	43.2	$ 4.98	$ 4.51	-4.9
150 - 299 Rooms	37.46	36.52	9.86	9.46	0.33	0.34	0.23	0.24	46.7	46.6	6.36	6.09	1.3
300 - 600 Rooms	45.69	44.36	12.47	12.11	0.31	0.32	0.22	0.21	45.7	45.7	7.62	7.38	3.2
Over 600 Rooms	48.50	46.51	15.31	14.59	0.28	0.28	0.19	0.19	51.7	51.4	11.09	10.48	-1.0
TYPE:													
Hotel	$ 48.68	$ 46.91	$ 13.17	$ 12.62	0.30	0.31	0.21	0.21	49.1	49.0	$ 8.91	$ 8.60	0.8
Motor Hotel	26.65	26.07	7.43	7.14	0.35	0.35	0.23	0.22	41.9	40.6	4.16	3.94	0.9
Economy	8.96	8.64	*	*	*	*	*	*	*	*	*	*	16.1
All Suites	44.87	45.10	14.48	13.98	0.32	0.32	0.24	0.25	42.5	41.9	8.16	7.76	-1.8

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF JULY 1989

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988
TOTAL	66.2	65.4	63.5	63.0	$ 71.51	$ 69.02	$ 49.94	$ 48.23	$ 17.96	$ 17.27	21.0	21.1
CENSUS REGION:												
Northeast	71.2	73.5	46.3	44.9	$112.19	$106.54	$ 79.54	$ 76.21	$ 25.38	$ 23.28	21.7	21.0
North Central	61.7	61.9	40.3	41.7	55.30	53.43	40.80	39.24	13.43	12.94	23.2	23.2
South	66.8	64.6	79.8	80.2	63.78	60.92	41.21	39.25	15.37	15.25	19.5	20.4
West	63.6	63.4	58.6	57.7	66.11	64.61	46.58	45.61	15.24	14.62	23.3	23.2
CENSUS DIVISION:												
New England	64.4	67.6	40.3	39.7	$ 85.60	$ 81.74	$ 62.53	$ 59.36	$ 19.53	$ 18.16	21.4	21.1
Middle Atlantic	73.9	75.7	47.5	45.9	121.13	114.98	82.71	79.42	26.94	24.65	21.7	20.9
South Atlantic	69.6	67.7	91.6	92.1	67.13	63.89	40.99	38.85	16.21	16.17	19.4	20.6
East North Central	62.2	62.7	38.0	39.6	56.85	54.43	42.83	40.75	14.00	13.44	23.2	23.3
East South Central	53.1	56.9	*	*	44.74	44.18	*	*	*	*	*	*
West North Central	60.9	60.4	44.5	45.5	52.57	51.64	37.33	36.60	12.34	12.00	23.1	22.8
West South Central	60.7	57.9	48.4	48.8	55.38	53.58	42.06	40.68	12.96	12.60	19.4	19.5
Mountain	57.4	56.1	46.6	45.5	53.30	52.45	39.76	39.20	14.57	14.50	24.7	25.3
Pacific	67.1	68.1	61.2	60.4	72.34	70.98	47.93	46.90	15.64	14.69	22.6	22.0
AFFILIATION:												
Chain	66.5	65.7	61.0	60.1	$ 68.98	$ 66.77	$ 49.03	$ 47.49	$ 17.28	$ 16.44	20.9	20.6
Independent	64.7	64.4	75.3	76.1	84.01	80.04	53.74	51.28	21.99	22.15	21.5	23.4
LOCATION:												
Center City	66.4	66.3	51.2	50.9	$ 92.44	$ 88.62	$ 66.31	$ 63.19	$ 22.22	$ 20.92	21.4	21.1
Suburban	63.2	61.4	50.5	49.3	58.72	57.74	40.16	39.83	13.41	12.93	21.0	20.8
Airport	66.7	66.9	38.1	39.8	57.00	55.60	45.98	44.55	13.55	12.97	21.9	21.6
Highway	65.4	64.7	88.4	85.6	46.03	44.63	27.27	26.71	11.92	11.02	22.0	21.1
Resort	69.8	68.2	102.4	102.8	85.08	80.24	47.69	45.33	18.64	18.98	19.1	21.0
SIZE:												
Under 150 Rooms	63.4	62.5	63.0	62.2	$ 48.88	$ 47.07	$ 32.54	$ 31.53	$ 14.46	$ 13.65	27.9	27.7
150 - 299 Rooms	63.1	61.6	56.8	55.5	60.81	59.53	41.90	41.38	15.18	14.83	21.7	21.6
300 - 600 Rooms	66.5	65.9	61.9	61.9	76.32	73.37	51.16	49.05	15.99	15.51	19.3	19.5
Over 600 Rooms	73.6	73.6	71.5	70.9	98.98	94.07	62.21	59.42	23.03	21.80	20.9	21.1
TYPE:												
Hotel	66.7	66.4	56.6	56.6	$ 86.07	$ 82.73	$ 59.50	$ 57.07	$ 19.52	$ 18.76	20.6	20.8
Motor Hotel	65.2	63.5	70.8	68.3	46.42	45.05	29.64	29.20	11.38	10.70	21.6	21.0
Economy	64.0	63.2	81.4	83.5	36.52	35.18	21.61	20.78	13.02	12.78	38.7	39.0
All Suites	69.3	67.7	115.1	114.1	82.59	79.61	41.58	40.20	18.98	18.52	19.9	20.2

* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	6.7	7.0	5.0	10.2	66.2	1.2	63.5	0.8	$ 71.51	3.6	$102.61	3.3
CENSUS REGION:												
Northeast	1.8	2.0	-0.1	7.3	71.2	-3.1	46.3	3.1	$112.19	5.3	$162.49	5.2
North Central	2.9	3.1	2.7	0.9	61.7	-0.3	40.3	-3.4	55.30	3.5	86.90	3.3
South	9.5	9.7	7.7	14.2	66.8	3.4	79.8	-0.5	63.78	4.7	90.57	4.5
West	9.1	9.6	7.5	9.5	63.6	0.3	58.6	1.6	66.11	2.3	92.34	1.8
CENSUS DIVISION:												
New England	1.3	0.5	0.7	10.9	64.4	-4.7	40.3	1.5	$ 85.60	4.7	$119.49	5.6
Middle Atlantic	2.0	2.4	-0.2	6.4	73.9	-2.4	47.5	3.5	121.13	5.3	176.95	5.0
South Atlantic	10.1	10.4	7.9	14.8	69.6	2.8	91.6	-0.5	67.13	5.1	97.17	4.7
East North Central	3.0	3.6	2.0	0.7	62.2	-0.8	38.0	-4.0	56.85	4.4	87.41	3.8
East South Central	-5.4	-5.5	*	*	53.1	-6.7	*	*	44.74	1.3	65.29	1.3
West North Central	2.7	2.1	3.9	1.5	60.9	0.8	44.5	-2.2	52.57	1.8	86.01	2.4
West South Central	7.7	7.6	7.2	12.6	60.7	4.8	48.4	-0.8	55.38	3.4	73.75	3.5
Mountain	2.9	3.5	-0.1	4.1	57.4	2.3	46.6	2.4	53.30	1.6	73.99	1.0
Pacific	11.5	11.9	9.6	22.2	67.1	-1.5	61.2	1.3	72.34	1.9	101.26	1.5
AFFILIATION:												
Chain	6.3	6.9	4.2	8.8	66.5	1.2	61.0	1.5	$ 68.98	3.3	$ 96.41	2.8
Independent	8.0	7.6	7.4	13.8	64.7	0.5	75.3	-1.1	84.01	5.0	133.22	5.3
LOCATION:												
Center City	5.0	5.4	3.0	7.9	66.4	0.2	51.2	0.6	$ 92.44	4.3	$132.29	3.8
Suburban	8.5	8.2	8.7	13.5	63.2	2.9	50.5	2.4	58.72	1.7	81.76	2.0
Airport	5.4	7.1	1.2	2.8	66.7	-0.3	38.1	-4.3	57.00	2.5	78.17	1.0
Highway	6.2	6.2	5.2	9.3	65.4	1.1	88.4	3.3	46.03	3.1	58.27	3.1
Resort	9.3	9.5	7.5	13.7	69.8	2.3	102.4	-0.4	85.08	6.0	135.55	5.8
SIZE:												
Under 150 Rooms	6.5	7.2	3.0	5.4	63.4	1.4	63.0	1.3	$ 48.88	3.8	$ 59.36	3.1
150 - 299 Rooms	7.1	7.3	6.2	8.7	63.1	2.4	56.8	2.3	60.81	2.2	85.61	2.0
300 - 600 Rooms	7.6	7.7	6.6	11.3	66.5	0.9	61.9	-	76.32	4.0	113.70	3.9
Over 600 Rooms	5.5	6.0	2.9	10.5	73.6	-	71.5	0.8	98.98	5.2	147.98	4.7
TYPE:												
Hotel	6.4	6.7	5.0	10.5	66.7	0.5	56.6	-	$ 86.07	4.0	$129.93	3.8
Motor Hotel	6.7	7.1	5.0	8.1	65.2	2.7	70.8	3.7	46.42	3.0	57.89	2.7
Economy	10.3	10.0	23.4	17.4	64.0	1.3	81.4	-2.5	36.52	3.8	37.78	4.1
All Suites	8.3	9.0	5.3	8.5	69.3	2.4	115.1	0.9	82.59	3.7	109.66	3.1

* Insufficient Response
\- No Change

TWELVE-MONTH VARIATION REPORT - AS OF JULY 1989

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.7	7.0	5.0	6.0	2.1	10.2	3.3	3.6	3.2	8.5	5.4	4.0	4.1
CENSUS REGION:													
Northeast	1.8	2.0	-0.1	0.8	-2.7	7.3	5.2	5.3	2.8	10.8	10.5	9.0	8.0
North Central	2.9	3.1	2.7	3.9	-0.6	0.9	3.3	3.5	2.3	0.6	3.3	3.8	2.0
South	9.5	9.7	7.7	8.7	4.9	14.2	4.5	4.7	4.3	10.1	2.7	0.8	2.3
West	9.1	9.6	7.5	8.7	4.2	9.5	1.8	2.3	2.6	2.5	4.4	4.2	3.8
CENSUS DIVISION:													
New England	1.3	0.5	0.7	1.1	-0.5	10.9	5.6	4.7	5.6	16.2	6.8	7.5	8.5
Middle Atlantic	2.0	2.4	-0.2	0.8	-3.1	6.4	5.0	5.3	2.3	9.5	11.2	9.3	7.9
South Atlantic	10.1	10.4	7.9	8.8	5.2	14.8	4.7	5.1	4.4	10.7	3.1	0.2	2.4
East North Central	3.0	3.6	2.0	2.7	0.1	0.7	3.8	4.4	2.1	0.9	3.4	4.2	0.8
East South Central	-5.4	-5.5	*	*	-0.8	*	1.3	1.3	*	*	*	*	*
West North Central	2.7	2.1	3.9	5.8	-1.7	1.5	2.4	1.8	2.7	0.6	3.2	2.8	3.9
West South Central	7.7	7.6	7.2	8.4	3.5	12.6	3.5	3.4	3.4	8.2	1.3	2.9	1.4
Mountain	2.9	3.5	-0.1	0.4	-1.3	4.1	1.0	1.6	-1.4	1.7	3.5	0.5	1.5
Pacific	11.5	11.9	9.6	10.7	5.9	22.2	1.5	1.9	3.6	11.5	7.0	6.5	6.0
AFFILIATION:													
Chain	6.3	6.9	4.2	5.2	1.4	8.8	2.8	3.3	2.0	6.9	5.5	5.1	4.1
Independent	8.0	7.6	7.4	8.5	4.3	13.8	5.3	5.0	7.4	13.5	5.5	-0.7	4.5
LOCATION:													
Center City	5.0	5.4	3.0	4.0	-0.1	7.9	3.8	4.3	3.0	8.2	7.3	6.2	5.5
Suburban	8.5	8.2	8.7	10.8	3.1	13.5	2.0	1.7	3.4	9.3	3.5	3.7	2.4
Airport	5.4	7.1	1.2	2.6	-3.0	2.8	1.0	2.5	1.0	1.2	3.9	4.5	3.9
Highway	6.2	6.2	5.2	7.3	-0.5	9.3	3.1	3.1	-	3.9	2.7	8.2	-5.2
Resort	9.3	9.5	7.5	7.6	7.3	13.7	5.8	6.0	5.2	11.5	5.2	-1.8	4.7
SIZE:													
Under 150 Rooms	6.5	7.2	3.0	4.0	0.1	5.4	3.1	3.8	3.4	5.5	4.9	5.9	5.6
150 - 299 Rooms	7.1	7.3	6.2	7.9	1.8	8.7	2.0	2.2	2.9	4.7	1.7	2.4	1.0
300 - 600 Rooms	7.6	7.7	6.6	7.6	3.7	11.3	3.9	4.0	3.1	8.4	3.8	3.1	2.4
Over 600 Rooms	5.5	6.0	2.9	3.5	1.1	10.5	4.7	5.2	3.8	11.5	9.2	5.6	7.4
TYPE:													
Hotel	6.4	6.7	5.0	5.9	2.3	10.5	3.8	4.0	3.7	9.6	6.1	4.1	4.4
Motor Hotel	6.7	7.1	5.0	6.9	0.1	8.1	2.7	3.0	1.7	4.3	4.2	6.4	4.1
Economy	10.3	10.0	23.4	21.5	29.4	17.4	4.1	3.8	18.6	12.2	0.1	1.9	*
All Suites	8.3	9.0	5.3	6.3	2.4	8.5	3.1	3.7	2.0	4.0	2.2	2.5	1.1

* Insufficient Response
\- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JULY 1988

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	1989	1988	% CHG
TOTAL	$ 44.56	$ 43.18	$ 12.52	$ 11.99	0.31	0.31	0.22	0.22	47.9	47.4	$ 8.22	$ 7.91	1.8
CENSUS REGION:													
Northeast	$ 50.00	$ 48.64	$ 16.19	$ 15.75	0.29	0.29	0.20	0.20	53.0	50.4	$ 11.55	$ 10.78	-2.3
North Central	44.24	43.24	9.52	9.29	0.33	0.33	0.23	0.23	42.9	43.1	5.42	5.36	1.9
South	40.67	39.00	12.22	11.47	0.32	0.32	0.22	0.22	45.2	45.8	7.54	7.35	2.6
West	48.37	47.13	11.51	10.94	0.32	0.33	0.23	0.22	51.0	49.9	7.44	6.96	4.7
CENSUS DIVISION:													
New England	$ 50.26	$ 47.59	$ 12.85	$ 12.44	0.32	0.33	0.23	0.23	52.9	51.2	$ 9.35	$ 8.98	-1.7
Middle Atlantic	49.93	48.83	16.97	16.50	0.28	0.28	0.20	0.20	53.0	50.2	12.04	11.18	-2.5
South Atlantic	44.69	42.79	13.06	12.14	0.32	0.32	0.22	0.22	44.8	45.4	7.95	7.69	1.7
East North Central	42.69	41.83	9.12	8.99	0.34	0.34	0.23	0.23	43.1	43.4	5.35	5.37	1.7
East South Central	*	*	*	*	*	*	*	*	*	*	*	*	*
West North Central	46.86	45.64	10.06	9.70	0.32	0.32	0.24	0.23	42.6	42.7	5.52	5.35	2.1
West South Central	29.93	28.94	9.47	9.18	0.33	0.33	0.21	0.23	47.0	48.2	6.19	6.18	6.1
Mountain	43.20	43.80	11.38	11.08	0.36	0.35	0.22	0.22	47.9	46.9	7.24	6.88	-2.4
Pacific	49.82	48.11	11.54	10.91	0.31	0.33	0.23	0.22	53.4	52.7	7.56	7.02	6.2
AFFILIATION:													
Chain	$ 39.43	$ 38.65	$ 12.13	$ 11.70	0.31	0.31	0.21	0.21	48.1	47.1	$ 8.08	$ 7.73	1.8
Independent	70.25	65.40	14.04	13.09	0.32	0.33	0.23	0.23	47.2	48.2	8.89	8.75	2.1
LOCATION:													
Center City	$ 44.48	$ 43.20	$ 14.49	$ 13.93	0.29	0.29	0.21	0.21	52.9	51.8	$ 10.68	$ 10.16	0.6
Suburban	40.12	38.79	10.22	9.66	0.34	0.33	0.23	0.23	44.1	43.1	5.89	5.81	5.6
Airport	33.98	33.63	10.46	10.09	0.32	0.32	0.22	0.22	46.6	45.8	6.44	6.12	-1.3
Highway	34.11	34.11	9.02	8.68	0.33	0.33	0.23	0.23	39.1	39.6	4.65	4.58	1.2
Resort	59.62	56.67	13.64	12.97	0.33	0.33	0.22	0.22	43.5	43.8	8.01	7.72	2.9
SIZE:													
Under 150 Rooms	$ 44.49	$ 43.04	$ 9.07	$ 8.51	0.37	0.37	0.26	0.27	43.2	42.9	$ 4.94	$ 4.60	-3.4
150 - 299 Rooms	38.25	37.16	10.42	9.78	0.33	0.34	0.24	0.24	46.7	46.6	6.53	6.36	2.3
300 - 600 Rooms	45.67	44.30	12.46	12.11	0.32	0.32	0.22	0.22	46.3	46.2	7.76	7.68	4.8
Over 600 Rooms	49.24	47.43	15.69	14.97	0.29	0.28	0.19	0.19	50.7	49.4	11.14	10.35	-1.1
TYPE:													
Hotel	$ 48.85	$ 47.12	$ 13.45	$ 12.82	0.31	0.31	0.21	0.21	48.9	48.3	$ 9.00	$ 8.61	1.4
Motor Hotel	27.28	26.82	7.49	7.31	0.36	0.36	0.23	0.23	41.6	40.5	4.25	4.10	3.8
Economy	9.38	8.64	*	*	*	*	*	*	*	*	*	*	*
All Suites	47.40	46.47	14.97	14.38	0.32	0.33	0.24	0.25	42.5	42.8	8.47	8.27	1.8

* Insufficient Response

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Laventhol & Horwath
Certified Public Accountants

NATIONAL TREND OF BUSINESS
Lodging Industry

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AUGUST 1989 COMPARED WITH AUGUST 1988

END OF SUMMER SEASON RATES SHOW SLIGHT INCREASE

The national occupancy rate for the month of August, reported at 73.2 percent, rose 0.7 percent compared with August 1988. The rooms department performed well this month, with increases experienced by most regions of the country, as occupancies rose as much as 8.9 percent. Demand for properties in the New England sector increased sharply as indicated by the occupancy rise of 14.1 percent. Looking on a year-to-date basis, the occupancy rate for the nation increased slightly by 0.6 percent from the comparable month last year, while airport and center city properties were the only ones to report any decrease.

All regions of the country continue to report increased room rates, as room sales per occupied room rose 1.8 percent. This increase is especially significant in the Northeastern area of our country where rates increased up to 5.1 percent. Although an increase is apparent, the South Central divisions of the country report declines of 3.4 percent. Total sales for this month increased 1.3 percent. Average room rates year-to-date through August have increased 3.6 percent. Increases in average room rate have been felt throughout the country as all segments experience the close of the summer season. Resort properties show a substantial increase of 6.5 percent. Year-to-date total sales increased 3.5 percent.

The increase in occupancies was slight enough, it did not help food and beverage operations in August. On a national basis the number of covers served declined 1.4 percent. The food and beverage sales percent change also decreased 0.6 percent. Average receipt per cover rose from $10.71 in 1988 to $10.94 this month. Although there may have been some increase in the number of cover served in some areas of the country, the number of covers in the Mountain division surged 18.9 percent while their average receipt per cover decreased. The year-to-date number of covers increased a slim 0.6 percent; year-to-date receipt per cover increased from $11.67 to $12.14.

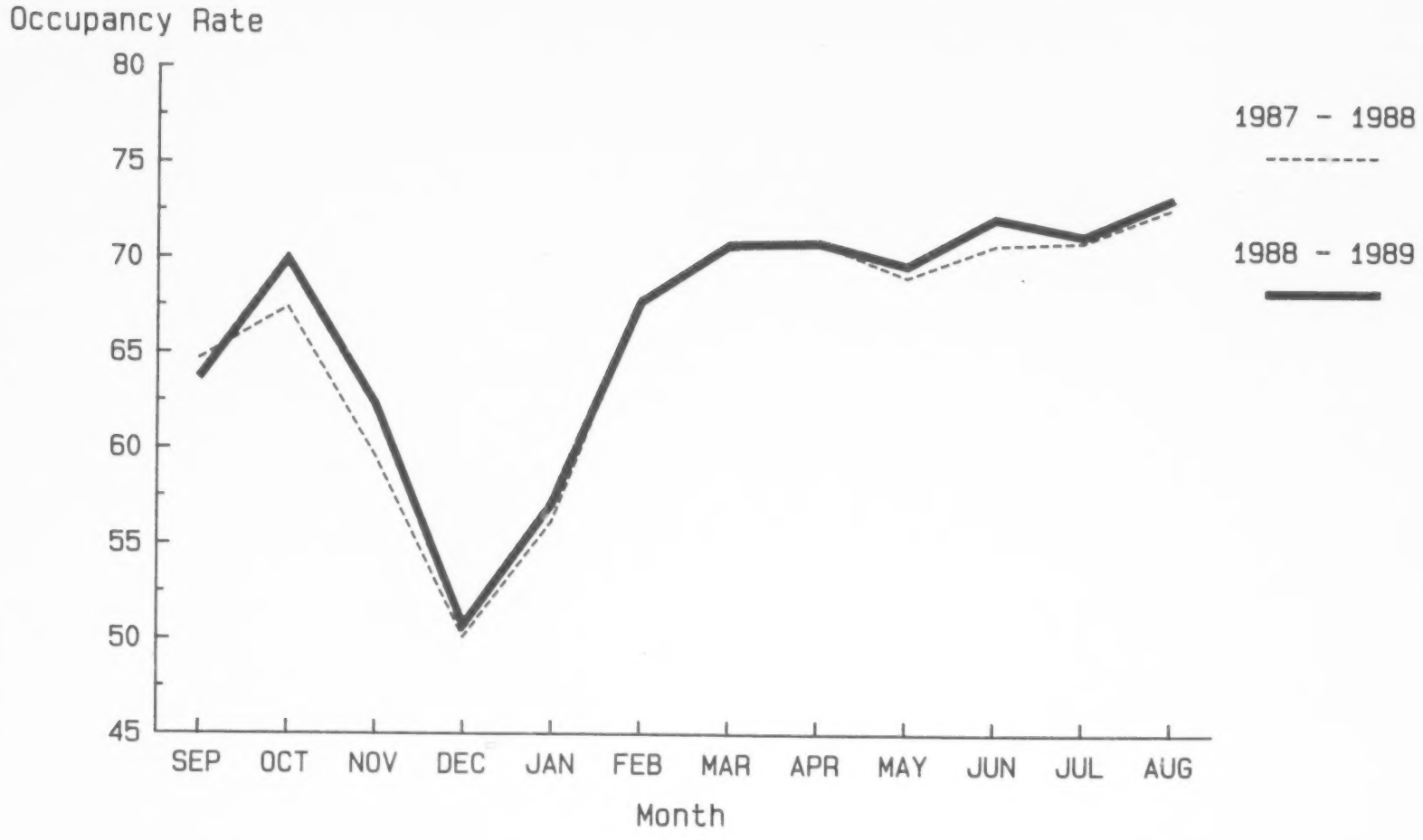
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	66.7%	-0.3%
AFFILIATION:		
Chain	67.6	1.7
Independent	65.7	-4.8
CENSUS REGION:		
Northeast	74.7	7.9
North Central	59.0	-3.1
South	67.9	0.7
West	66.7	—
CENSUS DIVISION:		
New England	60.3	-1.1
Middle Atlantic	76.3	6.8
South Atlantic	73.1	1.2
East North Central	59.8	-4.1
East South Central	**	**
West North Central	58.0	-0.7
West South Central	60.6	1.5
Mountain	63.6	1.8
Pacific	69.5	-0.7
LOCATION:		
Center City	66.1	0.6
Suburban	62.4	-0.6
Airport	71.4	-3.3
Highway	65.3	4.1
Resort	72.7	2.7
SIZE:		
Under 150 rooms	61.6	-0.6
150 to 299 rooms	64.7	1.6
300 to 600 rooms	65.9	-3.5
Over 600 rooms	77.6	0.1
TYPE:		
Hotel	68.8	1.6
Motor Hotel	66.1	-1.2
Economy	64.1	-3.1

* From Previous Month
** Insufficient Response
— No Change

Mark Lomanno, Director
Myra Nyz, Consultant
Research Division

NATIONAL OCCUPANCY RATE
SEPTEMBER 1987 - AUGUST 1988
SEPTEMBER 1988 - AUGUST 1989



NATIONAL AVERAGE ROOM RATE
SEPTEMBER 1987 - AUGUST 1988
SEPTEMBER 1988 - AUGUST 1989